

Cosco Capital, Inc.

1Q 2019 Financial Results Investor Presentation



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Head Office Address

2nd floor, Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007
Philippines

Company Overview

Lucio Co Family
73%

Public
27%



51%

100%

100%

100%

Grocery Retailing



Liquor Distribution



Specialty Retailing

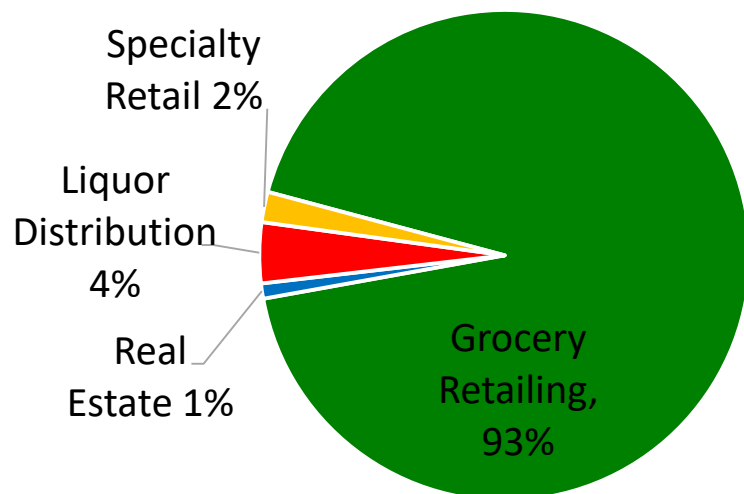


Commercial Real Estate

- Ellimac Prime Holdings, Inc.,
- Fertuna Holdings Corp.,
- Patagonia Holdings Corp.,
- Nation Realty, Inc.
- NE Pacific Shopping Centers Corporation
- Pure Petroleum Corp.,

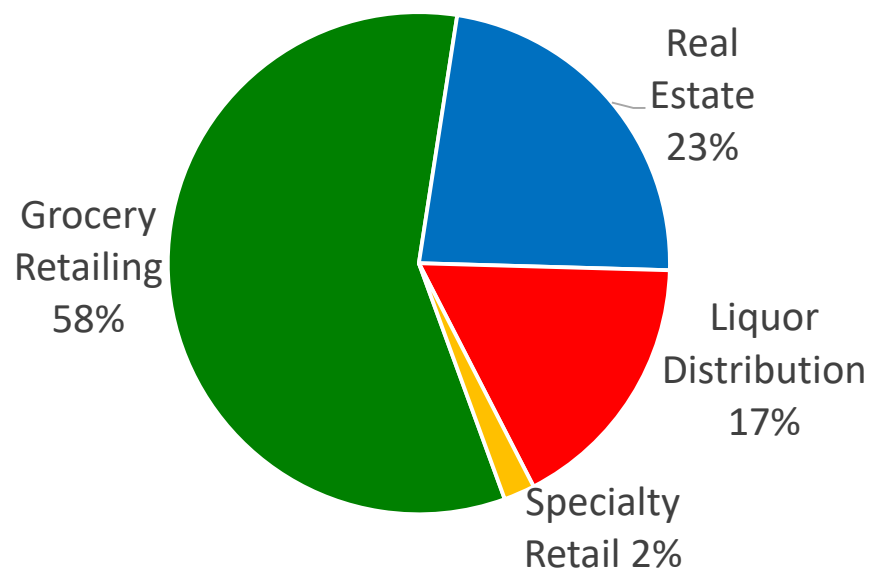
Revenue & Net Income Contribution 1Q 2019

Revenues



PHP 37.5 billion

PATMI



*PHP 1.32 billion

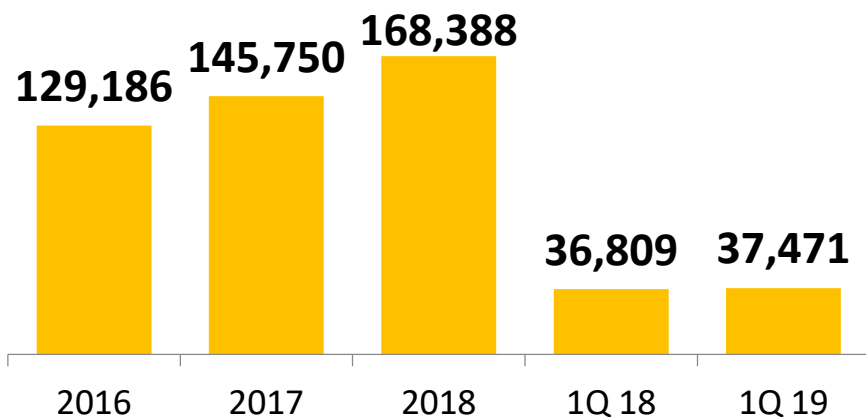
*Net Income excludes one-time gain on sale of Liquigaz

1Q 2019 Consolidated Financial Highlights

(In PHP millions)

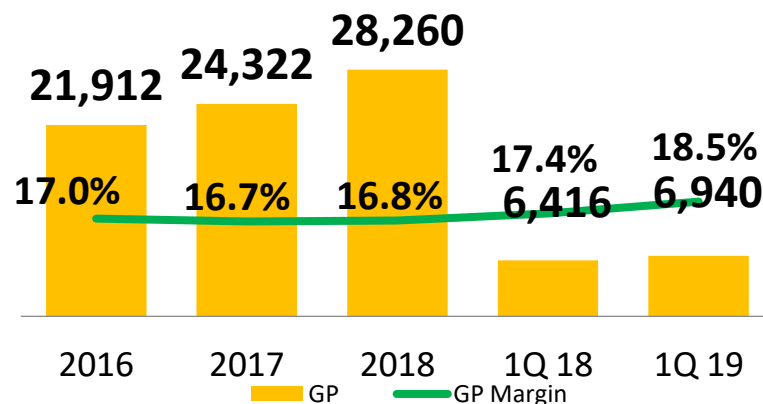
Revenues

+1.8%



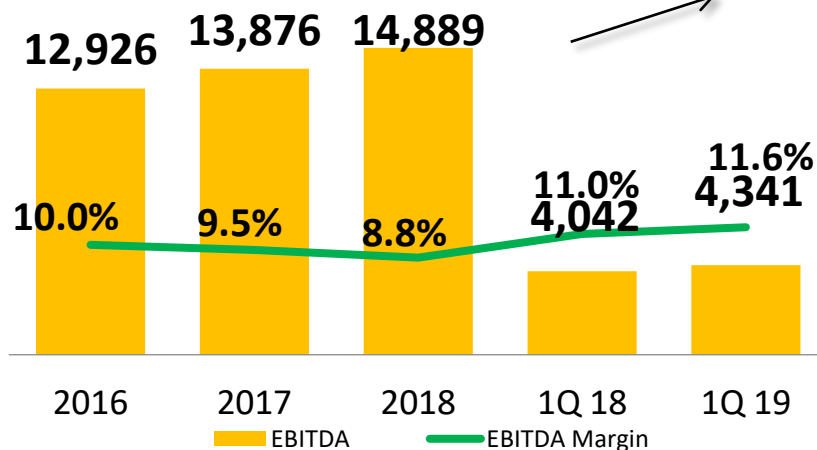
Gross Profit

+8.2%



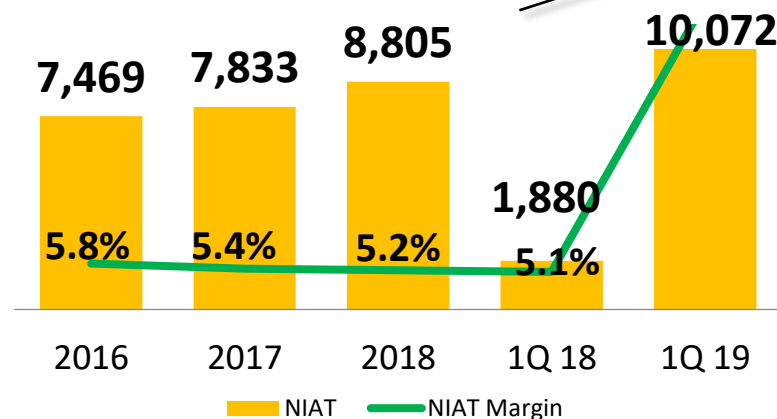
EBITDA

+7.4%



Net Income

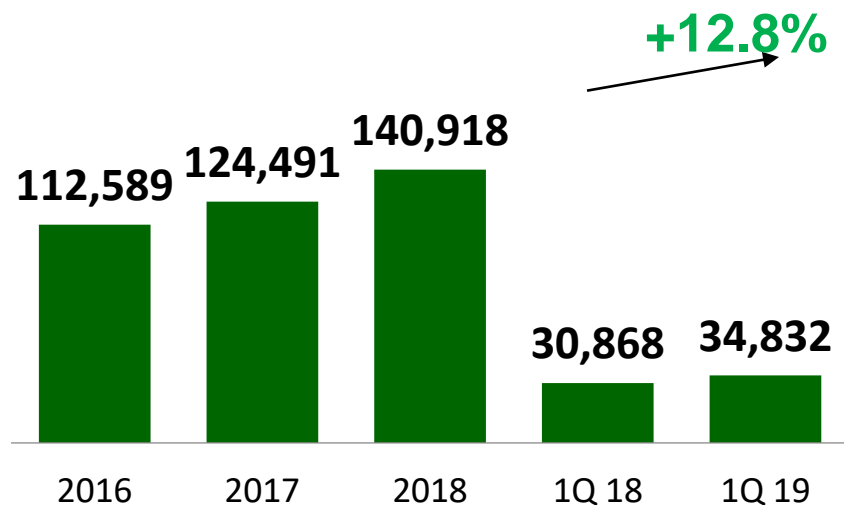
+436%



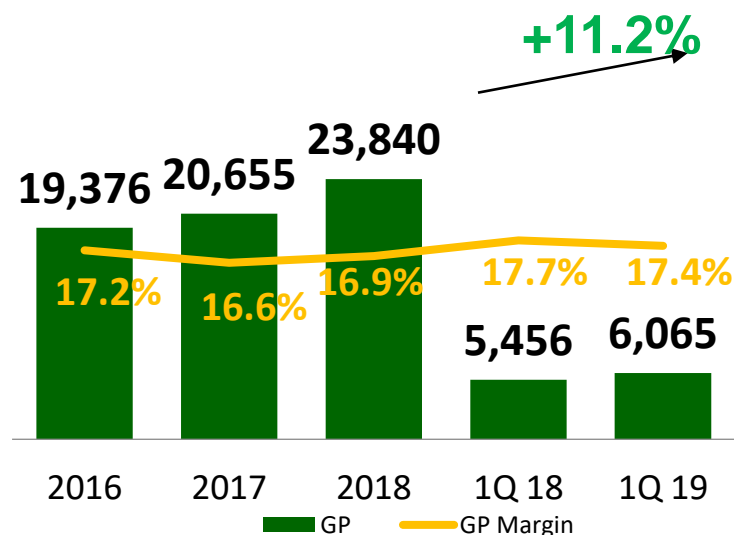
Grocery Retailing: 1Q 2019 Financial Highlights

(In PHP millions)

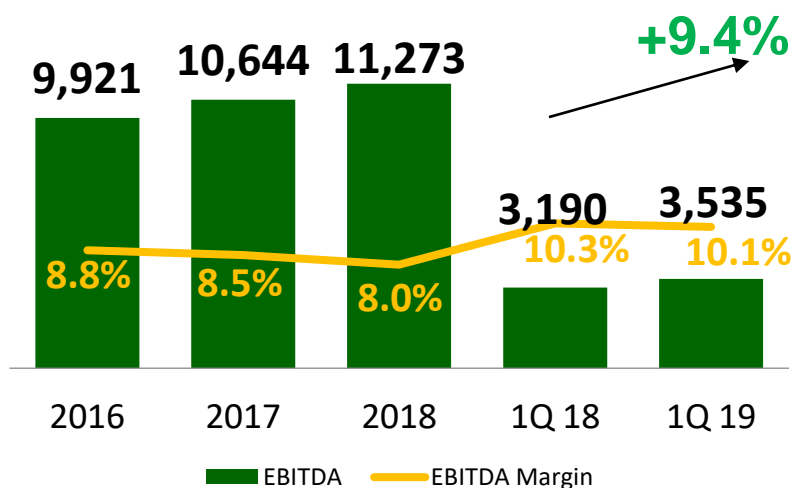
Revenues



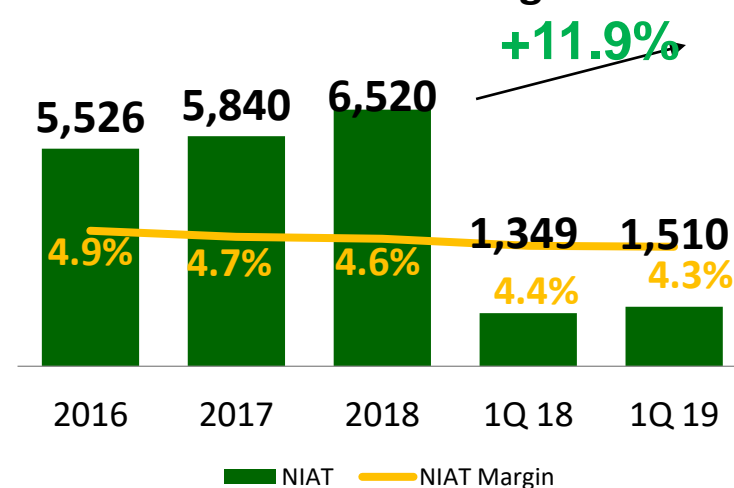
Gross Profit and Margin



EBITDA and Margin

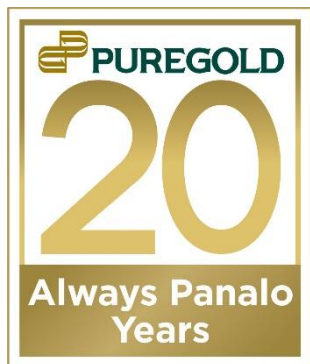


Net Profit and Margin



*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million in 2018

Grocery Retailing: Operational Highlights



- Puregold opened **8 new stores** in 1Q 2019
- S&R opened **1 new S&R warehouse**
- As of FY 2018, the Grocery Retailing segment is operating a **total of 417 stores**
- SSSG PGOLD only is at 6.9% while S&R is at 9.4%
- Merger and conversion of NE Bodega and Budgetlane supermarket stores effective **January 1, 2018**



	PUREGOLD	S&R	S&R QSR
Metro Manila	125	7	25
Luzon	201	6	9
Visayas	25	2	4
Mindanao	11	2	0
Total	362	17	38

Liquor Distribution: Products



Brandy

Alfonso
Alfonso Light
Excelente

Tequila

Patron

Whiskey

Johnnie Walker
Jack Daniels

Various Wines



Brandy

Fundador
Fundador Light

Whiskey

Jim Beam
Glenfiddich



Tequila

Jose Cuervo

Whiskey

Bushmills
Chivas Regal

Cognac

Martel

Vodka

Absolut

Liqueurs

Jagermeister

Specialty Beverages

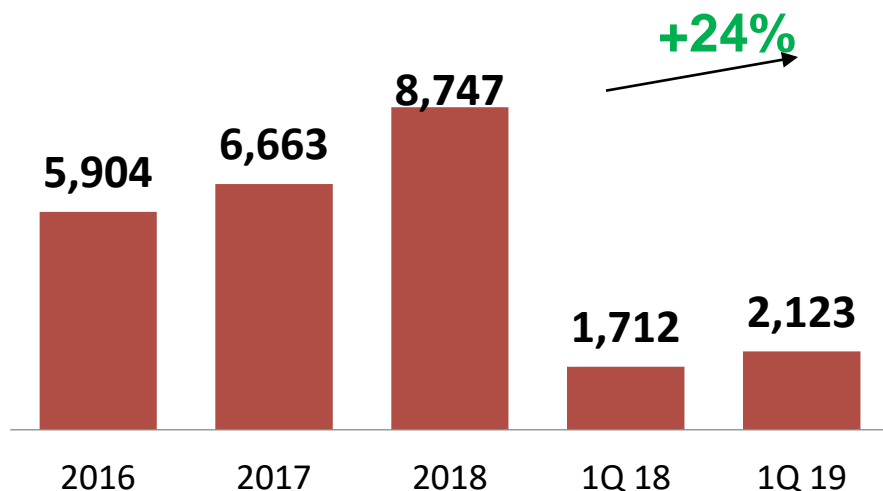
Red Bull

Various Wines

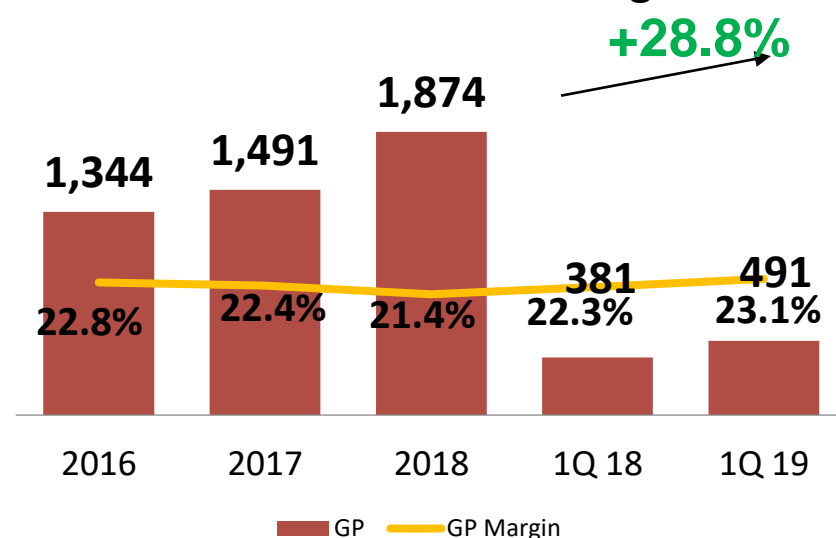
Liquor Distribution: FY 2018 Financial Highlights

(In PHP millions)

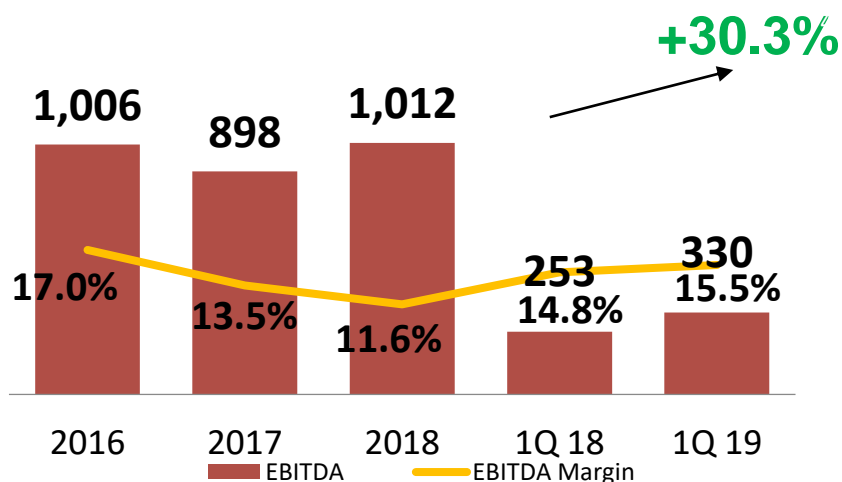
Revenues



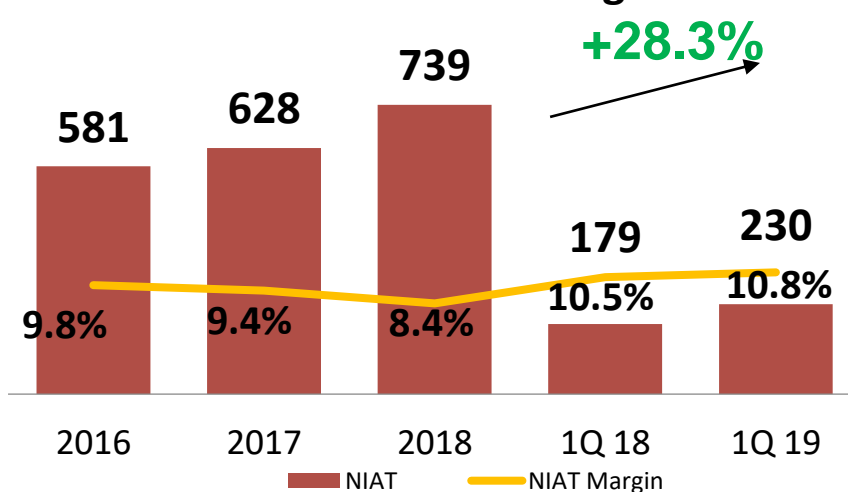
Gross Profit and Margin



EBITDA and Margin



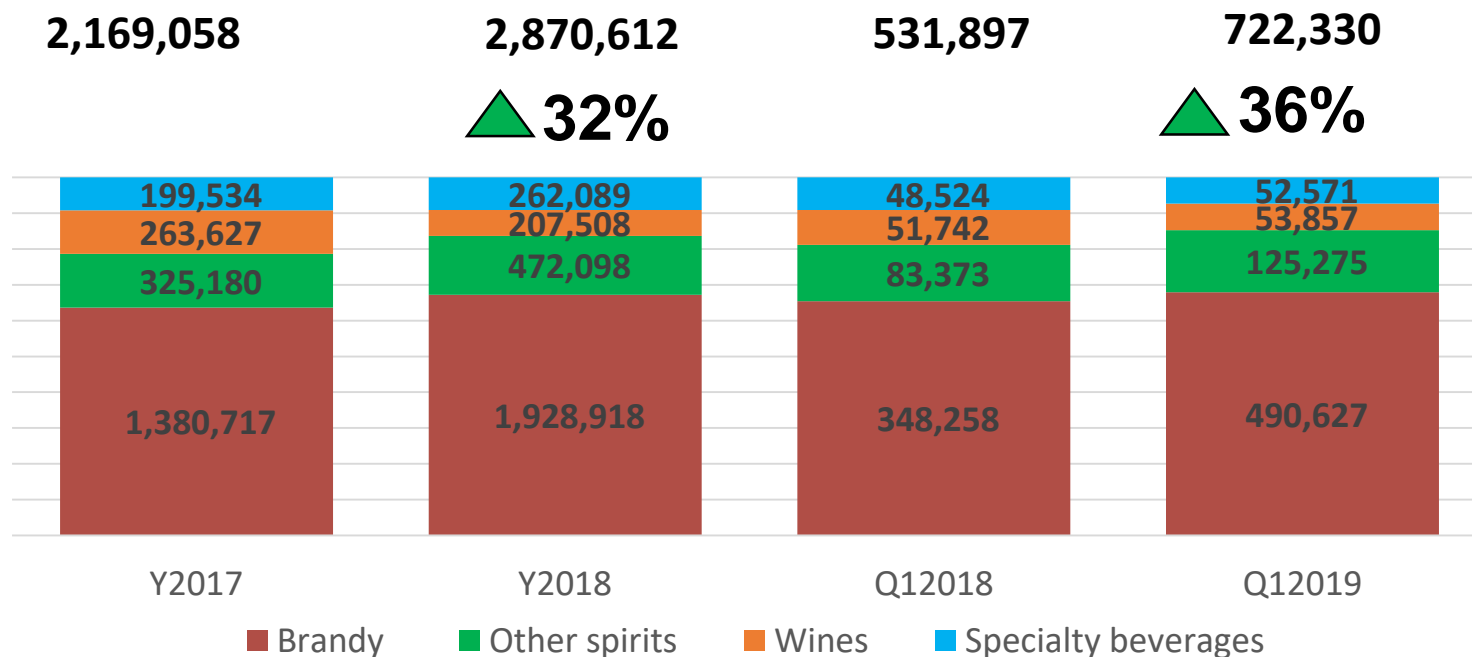
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 36% growth in total volume of cases sold in 1Q 2019
- Growth driven by the continued strong sales of Alfonso Light and Alfonso Brandy .

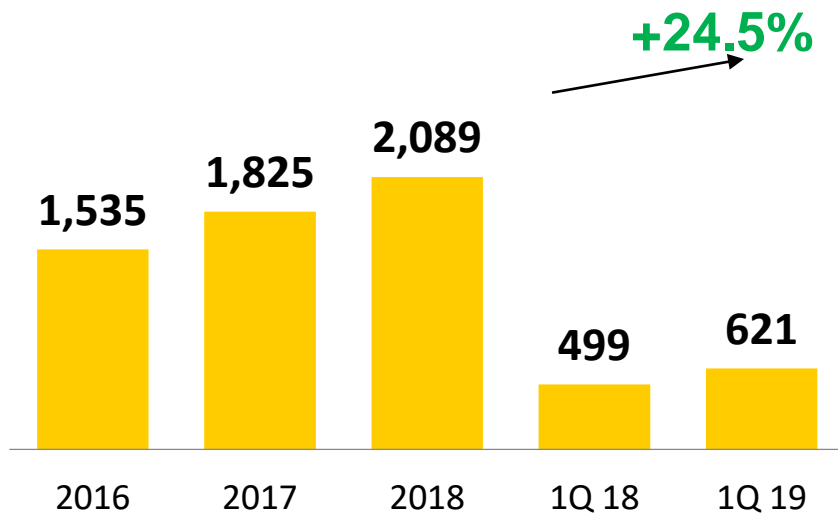
CATEGORY	1Q 18	Mix %	1Q 19	Mix %	Inc/Dec	Growth
Brandy	348,258	65%	490,627	68%	142,369	41%
Other Spirits	83,373	16%	125,275	17%	41,902	50%
Wines	51,742	10%	53,857	7%	2,115	4%
Specialty beverages	48,524	9%	52,571	7%	4,047	8%
GRAND TOTAL	531,897	100%	722,330	100%	190,433	36%



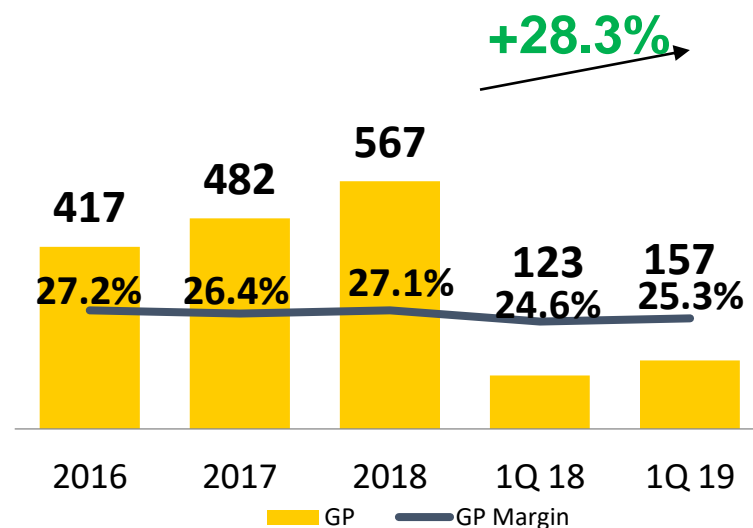
Office Warehouse: 1Q 2019 Financial Highlights

(In PHP millions)

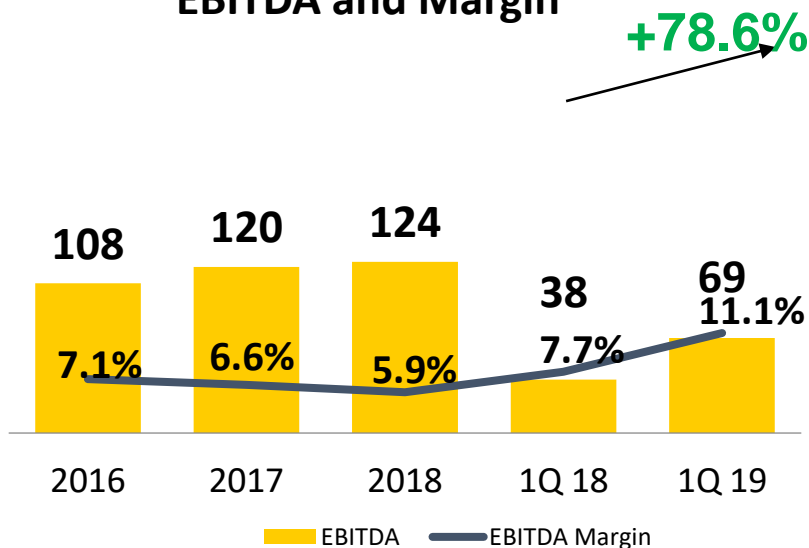
Revenues



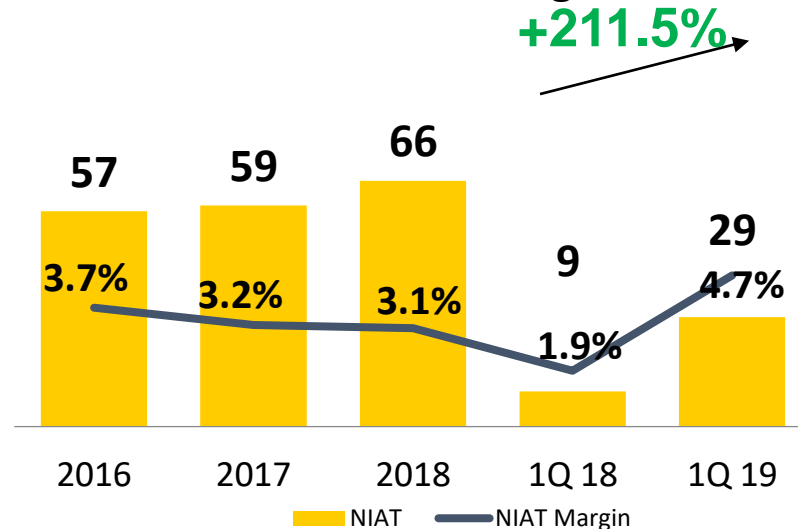
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Strong SSSG of 18% in 1Q 2019



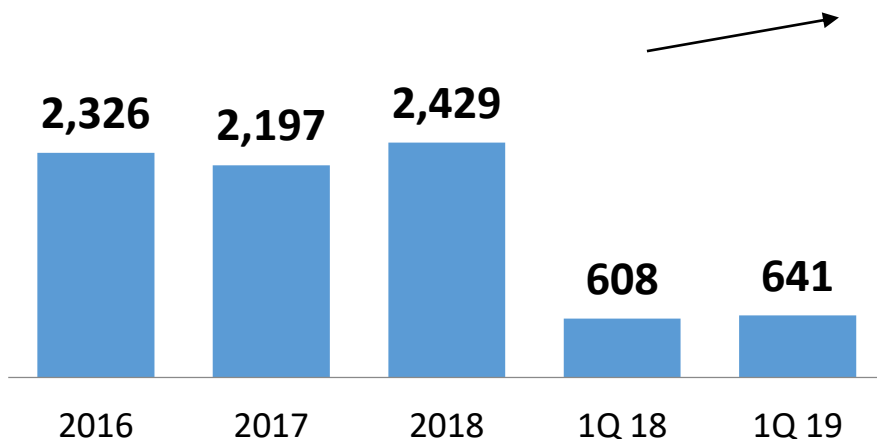
	2016	2017	2018	1Q 19
No. Stores	71	82	88	88
Net selling area	14,014 sqm	15,945 sqm	16,738 sqm	16,738 sqm

Real Estate: Q12019 Financial Highlights

(In PHP millions)

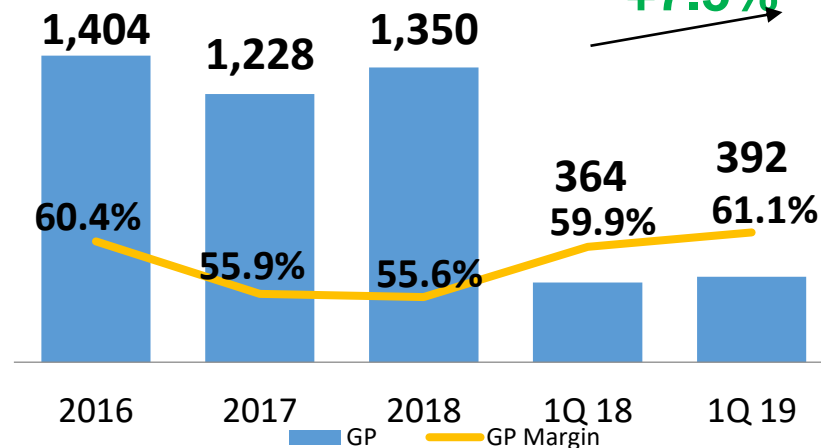
Revenues

+5.4%



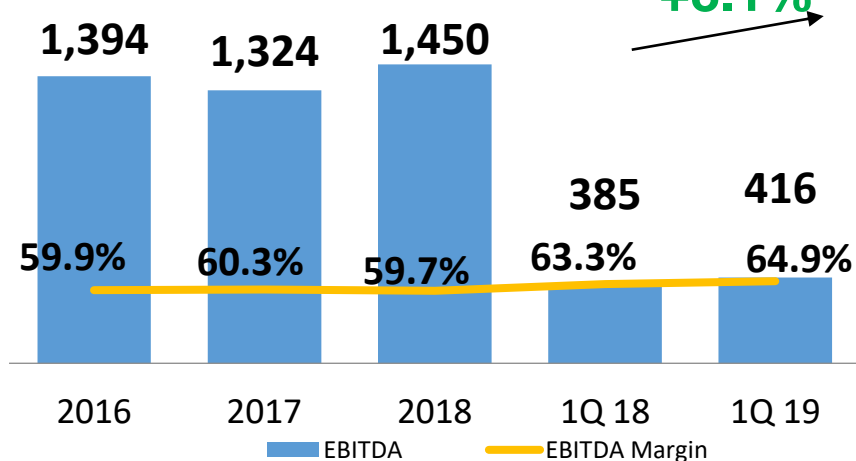
Gross Profit and Margin

+7.5%



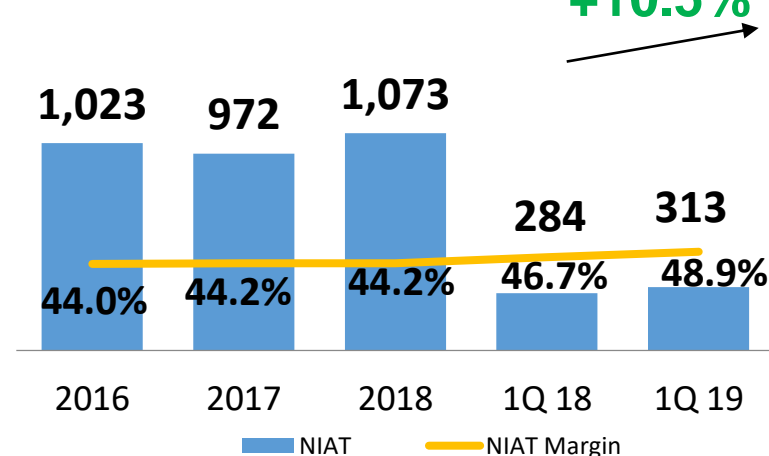
EBITDA and Margin

+8.1%



Net Profit and Margin

+10.5%



Real Estate Group: Operational Highlights

- Total of 53 commercial properties with 98% average occupancy rate
- Pure Petroleum operating at 100% capacity in 2018 and 2017 (9 storage tanks with 88.5M liters capacity)

Category	Q12019	FY2018	GLA/Lot Area in sq.m.
Land under lease	10	10	158,123
Commercial Buildings	33	32	265,663
Under Development	2	3	8,502
Future Development	8	8	85,486
Total	53	53	517,774

- 1 new community malls opened in Q1 2019 located in **Maria Aurora, Aurora**.
- On-going development of **2 new** community malls, **Las Pinas** estimated to operate by Q1 2021, **Bayawan Negros Oriental** will operate by 4Q 2019.

- **CAPEX Budget of Php 5.8 billion in 2019**
 - Php 5.2 billion for Puregold Group
 - Php 500 million for Real Estate Group
 - Php 75 million for Office Warehouse
- To be funded by internally generated cash and short term untapped bank credit lines if necessary



Thank you.

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